



SCHEDULE 6
RECRUITING ALLOCATION FORM

Regional Manager Name: Gina Spearman

Regional Managed: Southeast Region

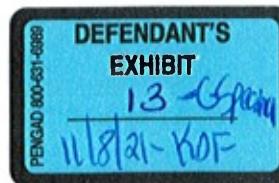
Effective Date: June 1, 2018

Purpose – This document is to be used in connection with the Schedule 1 - Regional Manager Agreement where New American Funding allows the Regional Manager to allocate expenses out of the Regional Manager Override

The below referenced are the Regional Manager Allocations as indicated in section 1.4.C of Schedule 1 - Regional Manager Agreement. The details of the deductions are described in the section below:

Effective Hire Date	Name of Recruit	Amount of BPS that will be allocated	Name of Recruiter or Recruiting Firm	# of Months	Date Recruiting Allocation Expires
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD

Redacted





Gina Spearman
Schedule 6

	Kelly Morrison Allison ***				
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
6/19/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/19/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/30/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	Redacted	18	12/30/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/30/2018
9/5/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/5/2019
9/11/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/11/2019
10/2/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/2/2019
10/25/2017	Redacted				4/25/2019



Gina Speaman
Schedule 6

	***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	
9/26/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/26/2019
10/12/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/12/2019
10/16/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/16/2019
11/1/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/1/2019
11/6/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/6/2019
11/13/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/13/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019

Redacted



Gina Spearman
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11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted **This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
12/01/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	6/1/2019
12/29/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	6/29/2019
1/2/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/2/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
1/8/2018	Redacted **This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019

Redacted



Gina Spearman
Schedule 6

2/1/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	8/1/2019
2/1/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	8/1/2019
2/20/2018	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	8/20/2019
2/26/2018	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	8/26/2019
3/20/2018	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	9/20/2019
3/20/2018	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	9/20/2019
3/30/2018	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	9/30/2019
4/30/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	10/30/2019
5/21/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	11/18/2019
5/21/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison ***</u>	5 BPS		18	11/18/2019

Redacted



*Gina Spearnan
Schedule 6*

5/21/2018	<u>Redacted</u> <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison***</u>	5 BPS		18	11/18/2019
5/21/2018	<u>Redacted</u> <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison***</u>	5 BPS		18	11/18/2019
5/21/2018	<u>Redacted</u> <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison ***</u>	5 BPS		18	11/18/2019
6/1/2018	<u>Redacted</u> <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison***</u>	5 BPS		18	11/18/2019

Redacted

IN WITNESS WHEREOF, the undersigned have executed this Recruiting Deduction Form Schedule as of the date shown below:

May 30, 2018

Date

Gina Spearman

Employee – Print Name

Jan Preslo, EVP Retail Division

Date

Christy Bunce, COO

Date

Gina Spearman

E-signed 2018-05-30 07:54PM EDT
gina.spearman@nafinc.com



SCHEDULE 6
RECRUITING ALLOCATION FORM

Regional Manager Name: Gina Spearman

Regional Managed: Southeast Region

Effective Date: June 29, 2018

Purpose – This document is to be used in connection with the Schedule 1 - Regional Manager Agreement where New American Funding allows the Regional Manager to allocate expenses out of the Regional Manager Override

The below referenced are the Regional Manager Allocations as indicated in section 1.4.C of Schedule 1 - Regional Manager Agreement. The details of the deductions are described in the section below:

Effective Hire Date	Name of Recruit	Amount of BPS that will be allocated	Name of Recruiter or Recruiting Firm	# of Months	Date Recruiting Allocation Expires
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
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TBD	Redacted **This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
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Gina Spearman
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	Kelly Morrison Allison *** Redacted *** This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	TBD
TBD	Redacted *** This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	TBD
6/19/2017	Redacted *** This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	12/19/2018
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6/30/2017	Redacted *** This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	12/30/2018
6/30/2017	Redacted *** This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	12/30/2018
9/5/2017	Redacted *** This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	3/5/2019
9/11/2017	Redacted *** This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	3/11/2019
10/2/2017	Redacted *** This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	4/2/2019
10/25/2017	Redacted			4/25/2019

Redacted



Gina Spearman
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11/1/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/1/2019
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11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019

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Gina Spearman
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11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	5/20/2019
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2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	8/1/2019
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Gina Spearman
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2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
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4/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	10/30/2019
6/25/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/25/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison ***	5 BPS		18	11/17/2019

Redacted



Gina Spearman
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5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	11/17/2019
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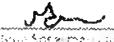
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Gina Spearman
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5/21/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/21/2019
6/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	11/18/2019
6/29/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	12/29/2019

IN WITNESS WHEREOF, the undersigned have executed this Recruiting Deduction Form Schedule as of the date shown below:


Gina Spearman, June 20, 2018
Employee - Signature

Jun 20, 2018
Date

Gina Spearman
Employee – Print Name

Jan Preslo, EVP Retail Division

Date

Christy Bunce, COO

Date

Gina Spearman
E-signed 2018-06-20 08:44PM EDT
gina.spearman@nafinc.com

Adobe Digital Transaction Number: C0JCHQNAQAAJ42890D9646KX7H590772448917



SCHEDULE 6
RECRUITING ALLOCATION FORM

Regional Manager Name: Gina Spearman

Regional Managed: Southeast Region

Effective Date: July 9, 2018

Purpose – This document is to be used in connection with the Schedule 1 - Regional Manager Agreement where New American Funding allows the Regional Manager to allocate expenses out of the Regional Manager Override

The below referenced are the Regional Manager Allocations as indicated in section 1.4.C of Schedule 1 - Regional Manager Agreement. The details of the deductions are described in the section below:

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Gina Spearman
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	<u>Kelly Morrison Allison</u> ***				
TBD	<u>Redacted</u> ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
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10/2/2017	<u>Redacted</u> ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/2/2019
10/25/2017	<u>Redacted</u>				4/25/2019

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Gina Spearman
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	***This recruiting deduction will be split 50/50 with Kelly Morrison Allison *** Redacted	5 BPS		18	
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Gina Spearman
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Gina Spearman
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5/21/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/21/2019
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6/29/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	12/29/2019
7/9/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	1/9/2020

Redacted

IN WITNESS WHEREOF, the undersigned have executed this Recruiting Deduction Form Schedule as of the date shown below:


Gina Spearman (Jul 5, 2018)
Employee - Signature

Jul 5, 2018
Date

Gina Spearman
Employee – Print Name

Jan Preslo, EVP Retail Division

Date

Christy Bunce, COO

Date

Gina Spearman

E-signed 2018-07-05 05:59PM EDT
gina.spearman@nafinc.com

Adobe Sign Transaction Number: CB2C108CAABAA67C7Q8q4PwX4ipC9g7qg6e5obR_



SCHEDULE 6
RECRUITING ALLOCATION FORM

Regional Manager Name: Gina Spearman

Regional Managed: Southeast Region

Effective Date: July 23, 2018

Purpose – This document is to be used in connection with the Schedule 1 - Regional Manager Agreement where New American Funding allows the Regional Manager to allocate expenses out of the Regional Manager Override

The below referenced are the Regional Manager Allocations as indicated in section 1.4.C of Schedule 1 - Regional Manager Agreement. The details of the deductions are described in the section below:

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	Kelly Morrison Allison ***			
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9/5/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	3/5/2019
9/11/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	3/11/2019
10/2/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	4/2/2019
10/25/2017	Redacted			4/25/2019

Redacted



Gina Spearman
Schedule 6

	***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	
9/26/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/26/2019
10/12/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/12/2019
10/16/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/16/2019
11/1/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/1/2019
11/6/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/6/2019
11/13/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/13/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019

Redacted



Gina Spearman
Schedule 6

11/20/2017	Redacted ****This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ****This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
12/01/2017	Redacted ****This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	6/1/2019
12/29/2017	Redacted ****This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	6/29/2019
1/2/2018	Redacted ****This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/2/2019
1/8/2018	Redacted ****This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
1/8/2018	Redacted ****This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
1/8/2018	Redacted ****This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
2/1/2018	Redacted ****This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/1/2018	Redacted ****This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019

Redacted



Gina Spearman
Schedule 6

2/1/2018	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	8/1/2019
2/1/2018	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	8/1/2019
2/20/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	8/20/2019
2/26/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	8/26/2019
3/20/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	9/20/2019
3/20/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	9/20/2019
3/30/2018	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	9/30/2019
4/30/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	10/30/2019
6/25/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison ***</u>	5 BPS		18	12/25/2019
5/17/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison ***</u>	5 BPS		18	11/17/2019

Redacted



Gina Spearman
Schedule 6

5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019

Redacted



Gina Spearman
Schedule 6

5/21/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/21/2019
6/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	11/18/2019
6/29/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	12/29/2019
7/9/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/9/2020
7/23/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/23/2020

Redacted

IN WITNESS WHEREOF, the undersigned have executed this Recruiting Deduction Form Schedule as of the date shown below:

Gina Spearman
Gina Spearman, Jul 10, 2018
Employee - Signature

Jul 10, 2018

Date

Gina Spearman
Employee – Print Name

Jan Preslo, EVP Retail Division

Date

Christy Bunce, COO

Date

Gina Spearman
E-signed 2018-07-10 06:20PM EDT
gina.spearman@raifinc.com

Adobe Sign Transaction Number: 00J016C0A8A70FH3Z64tL8Dly3276-1f025a6666



SCHEDULE 6
RECRUITING ALLOCATION FORM

Regional Manager Name: Gina Spearman

Regional Managed: Southeast Region

Effective Date: July 30, 2018

Purpose – This document is to be used in connection with the Schedule 1 - Regional Manager Agreement where New American Funding allows the Regional Manager to allocate expenses out of the Regional Manager Override

The below referenced are the Regional Manager Allocations as indicated in section 1.4.C of Schedule 1 - Regional Manager Agreement. The details of the deductions are described in the section below:

Effective Hire Date	Name of Recruit	Amount of BPS that will be allocated	Name of Recruiter or Recruiting Firm	# of Months	Date Recruiting Allocation Expires
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD

Redacted



Gina Spearman
Schedule 6

	<u>Kelly Morrison Allison</u> ***				
TBD	<u>Redacted</u> *** <u>This recruiting deduction will be split 50/50 with Kelly Morrison Allison</u> ***	5 BPS		18	TBD
TBD	<u>Redacted</u> *** <u>This recruiting deduction will be split 50/50 with Kelly Morrison Allison</u> ***	5 BPS		18	TBD
6/19/2017	<u>Redacted</u> *** <u>This recruiting deduction will be split 50/50 with Kelly Morrison Allison</u> ***	5 BPS		18	12/19/2018
6/30/2017	<u>Redacted</u> *** <u>This recruiting deduction will be split 50/50 with Kelly Morrison Allison</u> ***	5 BPS		18	12/30/2018
6/30/2017	<u>Redacted</u> *** <u>This recruiting deduction will be split 50/50 with Kelly Morrison Allison</u> ***	5 BPS		18	12/30/2018
6/30/2017	<u>Redacted</u> *** <u>This recruiting deduction will be split 50/50 with Kelly Morrison Allison</u> ***	5 BPS		18	12/30/2018
9/5/2017	<u>Redacted</u> *** <u>This recruiting deduction will be split 50/50 with Kelly Morrison Allison</u> ***	5 BPS		18	3/5/2019
9/11/2017	<u>Redacted</u> *** <u>This recruiting deduction will be split 50/50 with Kelly Morrison Allison</u> ***	5 BPS		18	3/11/2019
10/2/2017	<u>Redacted</u> *** <u>This recruiting deduction will be split 50/50 with Kelly Morrison Allison</u> ***	5 BPS		18	4/2/2019
10/25/2017	<u>Redacted</u>				4/25/2019

Redacted



Gina Spearman
Schedule 6

	***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	
9/26/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/26/2019
10/12/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/12/2019
10/16/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/16/2019
11/1/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/1/2019
11/6/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/6/2019
11/13/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/13/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019

Redacted



Gina Spearman
Schedule 6

11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	5/20/2019
12/01/2017	Redacted **This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	6/1/2019
12/29/2017	Redacted *This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	6/29/2019
1/2/2018	Redacted **This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	7/2/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	7/8/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	7/8/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	7/8/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	8/1/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	8/1/2019

Redacted



Gina Spearman
Schedule 6

2/1/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	8/1/2019
2/1/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	8/1/2019
2/20/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	8/20/2019
2/26/2018	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	8/26/2019
3/20/2018	Redacted <u>*This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	9/20/2019
3/20/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	9/20/2019
3/30/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	9/30/2019
4/30/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	10/30/2019
6/25/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison ***</u>	5 BPS		18	12/25/2019
5/17/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison ***</u>	5 BPS		18	11/17/2019

Redacted



Gina Spearman
Schedule 6

Redacted



*Gina Spearman
Schedule 6*

5/21/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***</u>	5 BPS		18	11/21/2019
6/1/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***</u>	5 BPS		18	11/18/2019
6/29/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***</u>	5 BPS		18	12/29/2019
7/9/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***</u>	5 BPS		18	1/9/2020
7/23/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***</u>	5 BPS		18	1/23/2020
7/30/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***</u>	5 BPS		18	1/30/2020

IN WITNESS WHEREOF, the undersigned have executed this Recruiting Deduction Form Schedule as of the date shown below:

John S. Winkler

Employee - Signature

Jul 12, 2018

Gina Spearman

Employee -- Print Name

Jan Preslo, EVP Retail Division

Date

Christy Bunce, COO

Date _____

Schedule 6 – Recruiting Allocation Form
Revised 1/1/2017

Gina Spearman
E-signed 2018-07-12 07:02PM EDT
gina.spearman@nafinc.com

Page 7 of 7



SCHEDULE 6
RECRUITING ALLOCATION FORM

Regional Manager Name: Gina Spearman

Regional Managed: Southeast Region

Effective Date: July 30, 2018

Purpose – This document is to be used in connection with the Schedule 1 - Regional Manager Agreement where New American Funding allows the Regional Manager to allocate expenses out of the Regional Manager Override

The below referenced are the Regional Manager Allocations as indicated in section 1.4.C of Schedule 1 - Regional Manager Agreement. The details of the deductions are described in the section below:

Effective Hire Date	Name of Recruit	Amount of BPS that will be allocated	Name of Recruiter or Recruiting Firm	# of Months	Date Recruiting Allocation Expires
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD

Redacted



Gina Spearman
Schedule 6

	Kelly Morrison Allison ***				
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
6/19/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/19/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/30/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/30/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/30/2018
9/5/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/5/2019
9/11/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/11/2019
10/2/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/2/2019
10/25/2017	Redacted				4/25/2019

Redacted



Gina Spearman
Schedule 6

	***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	
9/26/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/26/2019
10/12/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/12/2019
10/16/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/16/2019
11/1/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/1/2019
11/6/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/6/2019
11/13/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/13/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019

Redacted



Gina Spearman
Schedule 6

11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	5/20/2019
12/01/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	6/1/2019
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1/2/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	7/2/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	7/8/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	7/8/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	7/8/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	8/1/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	8/1/2019

Redacted



Gina Spearman
Schedule 6

2/1/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS	18	8/1/2019
2/1/2018	Redacted <u>*This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS	18	8/1/2019
2/20/2018	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS	18	8/20/2019
2/26/2018	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS	18	8/26/2019
3/20/2018	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS	18	9/20/2019
3/20/2018	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS	18	9/20/2019
3/30/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS	18	9/30/2019
4/30/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS	18	10/30/2019
6/25/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison ***</u>	5 BPS	18	12/25/2019
5/17/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***</u>	5 BPS	18	11/17/2019

Redacted



Gina Spearman
Schedule 6

5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/17/2019
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5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/17/2019

Redacted



Gina Spearman
Schedule 6

5/21/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	11/21/2019
6/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	11/18/2019
6/29/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	12/29/2019
7/9/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/9/2020
7/23/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/23/2020
7/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/30/2020
7/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/30/2020

Redacted

IN WITNESS WHEREOF, the undersigned have executed this Recruiting Deduction Form Schedule as of the date shown below:

Gina Spearman
Gina.Spearman@nafinc.com

Employee - Signature

Gina Spearman

Employee – Print Name

Jul 16, 2018

Date

Gina Spearman

E-signed 2018-07-16 01:52PM-EDT
gina.spearman@nafinc.com

Jan Preslo, EVP Retail Division

Date



Gina Spearman
Schedule 6

Christy Bunce, COO

Date



SCHEDULE 6
RECRUITING ALLOCATION FORM

Regional Manager Name: Gina Spearman

Regional Managed: Southeast Region

Effective Date: August 6, 2018

Purpose – This document is to be used in connection with the Schedule 1 - Regional Manager Agreement where New American Funding allows the Regional Manager to allocate expenses out of the Regional Manager Override

The below referenced are the Regional Manager Allocations as indicated in section 1.4.C of Schedule 1 - Regional Manager Agreement. The details of the deductions are described in the section below:

Effective Hire Date	Name of Recruit	Amount of BPS that will be allocated	Name of Recruiter or Recruiting Firm	# of Months	Date Recruiting Allocation Expires
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TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD

Redacted



Gina Spearman
Schedule 6

	Kelly Morrison Allison ***				
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
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9/5/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/5/2019
9/11/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/11/2019
10/2/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/2/2019
10/25/2017	Redacted				4/25/2019

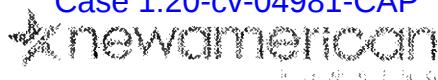
Redacted



Gina Spearman
Schedule 6

	***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	
9/26/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/26/2019
10/12/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/12/2019
10/16/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/16/2019
11/1/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/1/2019
11/6/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/6/2019
11/13/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/13/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019

Redacted



Gina Spearman
Schedule 6

11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
12/01/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	6/1/2019
12/29/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	6/29/2019
1/2/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/2/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019

Redacted



Gina Spearman
Schedule 6

2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	8/1/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	8/1/2019
2/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	8/20/2019
2/26/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	8/26/2019
3/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	9/20/2019
3/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	9/20/2019
3/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	9/30/2019
4/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	10/30/2019
6/25/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	12/25/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison ***	5 BPS	18	11/17/2019

Redacted



Gina Spearman
Schedule 6

5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019

Redacted



Gina Spearman
Schedule 6

5/21/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/21/2019
6/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	11/18/2019
6/29/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	12/29/2019
7/9/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	1/9/2020
7/23/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	1/23/2020
7/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	1/30/2020
7/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	1/30/2020
8/6/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	2/6/2020

Redacted

IN WITNESS WHEREOF, the undersigned have executed this Recruiting Deduction Form Schedule as of the date shown below:

gina spearman
gina.spearman@newamerican.com

Employee - Signature

Jul 20, 2018

Date

gina spearman

Employee – Print Name



Gina Spearman
Schedule 6

Jan Preslo, EVP Retail Division

Date

Christy Bunce, COO

Date

Adobe Sign Document Number: CB-JKHBQAK8A9CJ1FLM000y5707sh5K00000006

gina spearman

E-signed 2018-07-20 01:31PM EDT
gina.spearman@nafinc.com





SCHEDULE 6
RECRUITING ALLOCATION FORM

Regional Manager Name: Gina Spearman

Regional Managed: Southeast Region

Effective Date: August 6, 2018

Purpose – This document is to be used in connection with the Schedule 1 - Regional Manager Agreement where New American Funding allows the Regional Manager to allocate expenses out of the Regional Manager Override

The below referenced are the Regional Manager Allocations as indicated in section 1.4.C of Schedule 1 - Regional Manager Agreement. The details of the deductions are described in the section below:

Effective Hire Date	Name of Recruit	Amount of BPS that will be allocated	Name of Recruiter or Recruiting Firm	# of Months	Date Recruiting Allocation Expires
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	Redacted	18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	Redacted	18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	Redacted	18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	Redacted	18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	Redacted	18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	Redacted	18	TBD



Gina Spearman
Schedule 6

	<u>Kelly Morrison Allison</u> ***			
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	TBD
6/19/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	12/19/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	12/30/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	12/30/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	12/30/2018
9/5/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	3/5/2019
9/11/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	3/11/2019
10/2/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	4/2/2019
10/25/2017	Redacted			4/25/2019

Redacted



Gina Spearman
Schedule 6

	***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	
9/26/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/26/2019
10/12/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/12/2019
10/16/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/16/2019
11/1/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/1/2019
11/6/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/6/2019
11/13/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/13/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019

Redacted



Gina Spearman
Schedule 6

11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
12/01/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	6/1/2019
12/29/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	6/29/2019
1/2/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/2/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	Redacted	18	7/8/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019



Gina Spearman
Schedule 6

2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/1/2018	Redacted **This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/20/2019
2/26/2018	Redacted **This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/26/2019
3/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	9/20/2019
3/20/2018	Redacted **This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	9/20/2019
3/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	9/30/2019
4/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	10/30/2019
6/25/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/25/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison ***	5 BPS		18	11/17/2019

Redacted



Gina Spearman
Schedule 6

5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/17/2019

Redacted



Gina Spearman
Schedule 6

5/21/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/21/2019
6/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	11/18/2019
6/29/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	12/29/2019
7/9/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/9/2020
7/23/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/23/2020
7/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/30/2020
7/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/30/2020
8/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	2/1/2020
8/6/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	2/6/2020
8/6/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	2/6/2020

Redacted



Gina Spearman
Schedule 6

IN WITNESS WHEREOF, the undersigned have executed this Recruiting Deduction Form Schedule as of the date shown below:

gina spearman
Employee - Signature

Jul 26, 2018
Date

gina spearman
Employee – Print Name

gina spearman
E-signed 2018-07-26 01:48PM EDT
gina.spearman@nafinc.com

Jan Preslo, EVP Retail Division

Date

Alibab Sign Transaction Number: CSJHUCABAA6qJPhnauJZEDPn2jucG1-R8yQ

Christy Bunce, COO

Date



SCHEDULE 6
RECRUITING ALLOCATION FORM

Regional Manager Name: Gina Spearman

Regional Managed: Southeast Region

Effective Date: August 13, 2018

Purpose – This document is to be used in connection with the Schedule 1 - Regional Manager Agreement where New American Funding allows the Regional Manager to allocate expenses out of the Regional Manager Override

The below referenced are the Regional Manager Allocations as indicated in section 1.4.C of Schedule 1 - Regional Manager Agreement. The details of the deductions are described in the section below:

Effective Hire Date	Name of Recruit	Amount of BPS that will be allocated	Name of Recruiter or Recruiting Firm	# of Months	Date Recruiting Allocation Expires
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD

Redacted



Gina Spearman
Schedule 6

	<u>Kelly Morrison Allison</u> ***				
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
6/19/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/19/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/30/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/30/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/30/2018
9/5/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/5/2019
9/11/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/11/2019
10/2/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/2/2019
10/25/2017	Redacted				4/25/2019

Redacted



Gina Spearman
Schedule 6

9/26/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	
10/12/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/26/2019
10/16/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/12/2019
11/1/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/16/2019
11/6/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/1/2019
11/13/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/6/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/13/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
	Redacted				



Gina Spearman
Schedule 6

11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
12/01/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	6/1/2019
12/29/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	6/29/2019
1/2/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/2/2019
1/8/2018	Redacted **This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019

Redacted



Gina Spearman
Schedule 6

2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/20/2019
2/26/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/26/2019
3/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	9/20/2019
3/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	9/20/2019
3/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	9/30/2019
4/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	10/30/2019
6/25/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/25/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison ***	5 BPS		18	11/17/2019

Redacted



Gina Spearman
Schedule 6

5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019
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5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS	18	11/17/2019

Redacted



Gina Spearman
Schedule 6

5/21/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	11/21/2019
6/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	11/18/2019
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7/9/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/9/2020
7/23/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/23/2020
7/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/30/2020
7/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/30/2020
8/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	2/1/2020
8/6/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	2/6/2020
8/6/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	2/6/2020

Redacted



Gina Spearman
Schedule 6

8/6/2018	Redacted *** <u>This recruiting deduction will be split 50/50 with Kelly Allison Morrison***</u>	5 BPS		18	2/6/2020
8/13/2018	Redacted *** <u>This recruiting deduction will be split 50/50 with Kelly Allison Morrison***</u>	5 BPS		18	2/13/2020
8/13/2018	Redacted *** <u>This recruiting deduction will be split 50/50 with Kelly Allison Morrison***</u>	5 BPS		18	2/13/2020
8/13/2018	Redacted *** <u>This recruiting deduction will be split 50/50 with Kelly Allison Morrison***</u>	5 BPS		18	2/13/2020

IN WITNESS WHEREOF, the undersigned have executed this Recruiting Deduction Form Schedule as of the date shown below:


Employee - Signature

Aug 2, 2018

Gina Spearman
Employee – Print Name

Jan Preslo, EVP Retail Division

Date

Christy Bunce, COO

Date

Gina Spearman (Gws)

E-signed 2018-08-02 08:37PM EDT
gina.spearman@nafinc.com

Schedule 6 – Recruiting Allocation Form
Revised 1/1/2017

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SCHEDULE 6
RECRUITING ALLOCATION FORM

Regional Manager Name: Gina Spearman

Regional Managed: Southeast Region

Effective Date: August 20, 2018

Purpose – This document is to be used in connection with the Schedule 1 - Regional Manager Agreement where New American Funding allows the Regional Manager to allocate expenses out of the Regional Manager Override

The below referenced are the Regional Manager Allocations as indicated in section 1.4.C of Schedule 1 - Regional Manager Agreement. The details of the deductions are described in the section below:

Effective Hire Date	Name of Recruit	Amount of BPS that will be allocated	Name of Recruiter or Recruiting Firm	# of Months	Date Recruiting Allocation Expires
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD

Redacted



Gina Spearman
Schedule 6

	Kelly Morrison Allison ***				
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
6/19/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 BPS		18	12/19/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 BPS		18	12/30/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 BPS		18	12/30/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 BPS		18	12/30/2018
9/5/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/5/2019
9/11/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/11/2019
10/2/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/2/2019
10/25/2017	Redacted				4/25/2019

Redacted



Gina Spearman
Schedule 6

	***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	
9/26/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/26/2019
10/12/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/12/2019
10/16/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/16/2019
11/1/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/1/2019
11/6/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/6/2019
11/13/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/13/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019

Redacted



Gina Spearman
Schedule 6

11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
12/01/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	6/1/2019
12/29/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	6/29/2019
1/2/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/2/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019

Redacted



Gina Spearman
Schedule 6

2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/20/2019
2/26/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/26/2019
3/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	9/20/2019
3/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	9/20/2019
3/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	9/30/2019
4/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	10/30/2019
6/25/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison ***	5 BPS		18	12/25/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison***	5 BPS		18	11/17/2019

Redacted



Gina Spearman
Schedule 6

Redacted



Gina Spearman
Schedule 6

5/21/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	11/21/2019
6/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	11/18/2019
6/18/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS			12/18/2019
6/29/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	12/29/2019
7/9/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/9/2020
7/23/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/23/2020
7/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/30/2020
7/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/30/2020
8/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	2/1/2020
8/6/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	2/6/2020

Redacted



Gina Spearman
Schedule 6

8/6/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	2/6/2020
8/6/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	2/6/2020
8/13/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	2/13/2020
8/13/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	2/13/2020
8/13/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	2/13/2020
8/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	2/20/2020
8/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	2/20/2020

Redacted

IN WITNESS WHEREOF, the undersigned have executed this Recruiting Deduction Form Schedule as of the date shown below:

Gina Spearman
Gina Spearman (Aug 7, 2018)
Employee - Signature

Aug 7, 2018
Date

Gina Spearman
Employee – Print Name

Jan Preslo, EVP Retail Division

Date

Adhoc Sign Transaction Number: CB10C90AABAA1C9E9B3-0C5E-2d905A14de

Gina Spearman (Gws)

E-signed 2018-08-07 05:24PM EDT

Schedule 6 – Recruiting Allocation Form
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Gina Spearman
Schedule 6

Christy Bunce, COO

Date



SCHEDULE 6
RECRUITING ALLOCATION FORM

Regional Manager Name: Gina Spearman

Regional Managed: Southeast Region

Effective Date: August 20, 2018

Purpose – This document is to be used in connection with the Schedule 1 - Regional Manager Agreement where New American Funding allows the Regional Manager to allocate expenses out of the Regional Manager Override

The below referenced are the Regional Manager Allocations as indicated in section 1.4.C of Schedule 1 - Regional Manager Agreement. The details of the deductions are described in the section below:

Effective Hire Date	Name of Recruit	Amount of BPS that will be allocated	Name of Recruiter or Recruiting Firm	# of Months	Date Recruiting Allocation Expires
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD
TBD	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	TBD

Redacted



Gina Spearman
Schedule 6

	<u>Kelly Morrison Allison</u> ***				
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
TBD	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	TBD
6/19/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/19/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/30/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/30/2018
6/30/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	12/30/2018
9/5/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/5/2019
9/11/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/11/2019
10/2/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/2/2019
10/25/2017	Redacted				4/25/2019

Redacted



Gina Spearman
Schedule 6

9/26/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	
10/12/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	3/26/2019
10/16/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	4/12/2019
11/1/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	4/16/2019
11/6/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	5/1/2019
11/13/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	5/6/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	5/13/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS	18	5/20/2019

Redacted



Gina Spearman
Schedule 6

11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
11/20/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/20/2019
12/01/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	6/1/2019
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1/2/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/2/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
1/8/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	7/8/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019

Redacted



Gina Spearman
Schedule 6

2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/20/2019
2/26/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/26/2019
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3/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	9/20/2019
3/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	9/30/2019
4/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	10/30/2019
6/25/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison ***	5 BPS		18	12/25/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison***	5 BPS		18	11/17/2019

Redacted



Gina Spearman
Schedule 6

Redacted



Gina Spearman
Schedule 6

5/21/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	11/21/2019
6/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	11/18/2019
6/18/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS			12/18/2019
6/29/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	12/29/2019
7/9/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/9/2020
7/23/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/23/2020
7/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/30/2020
7/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	1/30/2020
8/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	2/1/2020
8/6/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS		18	2/6/2020

Redacted



Gina Spearman
Schedule 6

8/6/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	2/6/2020
8/6/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	2/6/2020
8/13/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	2/13/2020
8/13/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	2/13/2020
8/13/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	2/13/2020
8/13/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	2/13/2020
8/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	2/20/2020
8/15/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	2/15/2020
8/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	2/20/2020
8/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison***	5 BPS	18	2/20/2020

Redacted



*Gina Spearman
Schedule 6*

IN WITNESS WHEREOF, the undersigned have executed this Recruiting Deduction Form Schedule as of the date shown below:

gina spearman
[Signature] Aug 16, 2018

Employee - Signature

Aug 16, 2018

Date

gina spearman
Employee – Print Name

Jan Preslo, EVP Retail Division

Date

Christy Bunce, COO

gina spearsman

E-signed 2018-08-16 07:33AM-6DT

gina.spearman@nafinc.com

Schedule 6 – Recruiting Allocation Form
Revised 1/1/2017

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SCHEDULE 6
RECRUITING ALLOCATION FORM

Regional Manager Name: Gina Spearman

Regional Managed: Southeast Region

Effective Date: April 8, 2019

Purpose – This document is to be used in connection with the Schedule 1 - Regional Manager Agreement where New American Funding allows the Regional Manager to allocate expenses out of the Regional Manager Override

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Effective Hire Date	Name of Recruit	Amount of BPS that will be allocated	Name of Recruiter or Recruiting Firm	# of Months	Date Recruiting Allocation Expires
10/2/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/2/2019
10/25/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	4/26/2019
9/26/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	3/26/2019
11/1/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/1/2019
11/6/2017	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	5/6/2019
11/20/2017	Redacted ***This recruiting deduction	5 BPS		18	5/20/2019

Redacted



Gina Spearman
Schedule 6

	<u>will be split 50/50 with Kelly Morrison Allison ***</u>				
11/20/2017	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	5/20/2019
11/20/2017	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	5/20/2019
11/20/2017	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	5/20/2019
12/01/2017	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	6/1/2019
12/29/2017	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	6/29/2019
1/2/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	7/2/2019
1/8/2018	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	7/8/2019
1/8/2018	Redacted <u>**This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	7/8/2019
1/8/2018	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***</u>	5 BPS		18	7/8/2019

Redacted



Gina Spearman
Schedule 6

2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/1/2019
2/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/20/2019
2/26/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	8/26/2019
3/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	9/20/2019
3/20/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	9/20/2019
3/30/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison ***	5 BPS		18	9/30/2019
4/30/2018	Redacted ***This recruiting deduction will be split	5 BPS		18	10/30/2019

Redacted



Gina Spearman
Schedule 6

	<u>50/50 with Kelly Morrison Allison ***</u>				
6/25/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Allison Morrison***</u>	5 BPS		18	12/25/2019
5/17/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Allison Morrison***</u>	5 BPS		18	11/17/2019
5/17/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Allison Morrison***</u>	5 BPS		18	11/17/2019
5/17/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Allison Morrison***</u>	5 BPS		18	11/17/2019
5/17/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Allison Morrison ***</u>	5 BPS		18	11/17/2019
5/17/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Allison Morrison ***</u>	5 BPS		18	11/17/2019
5/17/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Allison Morrison ***</u>	5 BPS		18	11/17/2019
5/17/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Allison Morrison ***</u>	5 BPS		18	11/17/2019
5/17/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Allison Morrison ***</u>	5 BPS		18	11/17/2019
5/17/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Allison Morrison ***</u>	5 BPS		18	11/17/2019
5/17/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Allison Morrison ***</u>	5 BPS		18	11/17/2019
5/17/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Allison Morrison ***</u>	5 BPS		18	11/17/2019

Redacted



Gina Spearman
Schedule 6

	***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***				
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/17/2019
5/17/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/17/2019
5/21/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/21/2019
6/1/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	11/18/2019
6/18/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS			12/18/2019
6/29/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	12/29/2019
7/9/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	1/9/2020
7/23/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Allison Morrison ***	5 BPS		18	1/23/2020
7/30/2018	Redacted ***This recruiting deduction will be split	5 BPS		18	1/30/2020

Redacted



Gina Spearman
Schedule 6

	<u>50/50 with Kelly</u> <u>Allison Morrison***</u>				
7/30/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison***</u>	5 BPS		18	1/30/2020
8/1/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison***</u>	5 BPS		18	2/1/2020
8/6/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison***</u>	5 BPS		18	2/6/2020
8/6/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison***</u>	5 BPS		18	2/6/2020
8/6/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison***</u>	5 BPS		18	2/6/2020
8/13/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison***</u>	5 BPS		18	2/13/2020
8/13/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison***</u>	5 BPS		18	2/13/2020
8/13/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison***</u>	5 BPS		18	2/13/2020
8/13/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison***</u>	5 BPS		18	2/13/2020
8/20/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u>	5 BPS		18	2/20/2020

Redacted



Gina Spearman
Schedule 6

	<u>50/50 with Kelly</u> <u>Allison Morrison***</u>				
8/15/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison***</u>	5 BPS		18	2/15/2020
8/20/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison***</u>	5 BPS		18	2/20/2020
8/20/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison***</u>	5 BPS		18	2/20/2020
9/4/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison***</u>	5 BPS		18	3/4/2020
9/4/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Allison Morrison***</u>	5 BPS	Redacted	18	3/4/2020
9/17/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Morrison Allison***</u>	5 BPS		18	3/17/2020
10/15/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Morrison Allison***</u>	5 BPS		18	4/15/2020
10/15/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Morrison Allison***</u>	5 BPS		18	4/15/2020
9/24/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u> <u>50/50 with Kelly</u> <u>Morrison Allison***</u>	5 BPS		18	3/24/2020
9/24/2018	Redacted <u>***This recruiting</u> <u>deduction will be split</u>	5 BPS		18	3/24/2020



Gina Speaman
Schedule 6

	<u>50/50 with Kelly Morrison Allison***</u>				
9/24/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Morrison Allison***</u>	5 BPS		18	3/24/2020
10/1/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Morrison Allison***</u>	5 BPS		18	4/1/2020
10/15/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Morrison Allison***</u>	5 BPS		18	4/15/2020
10/8/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Morrison Allison***</u>	5 BPS		18	4/8/2020
10/8/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Gina Spearmann***</u>	5 BPS		18	4/8/2020
11/01/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Morrison Allison***</u>	5 BPS		18	05/01/2020
10/29/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Morrison Allison***</u>	5 BPS		18 mos	04/29/2020
10/29/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Morrison Allison***</u>	5 BPS		18 mos	04/29/2020
10/29/2018	Redacted <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Morrison Allison***</u>	5 BPS		18 mos	04/29/2020
10/29/2018	Redacted <u>***This recruiting deduction will be split</u>	5 BPS		18 mos	04/29/2020

Redacted



Gina Spearman
Schedule 6

	<u>50/50 with Kelly Morrison Allison***</u>				
11/05/2018	<u>Redacted</u> <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Morrison Allison***</u>	5 BPS		18 mos	05/05/2018
11/05/2018	<u>Redacted</u> <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Morrison Allison***</u>	5 BPS		18 mos	05/05/2018
12/03/2018	<u>Redacted</u> <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Morrison Allison***</u>	5 bps		18 mos	06/03/2018
TBD	<u>Redacted</u> <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Morrison Allison***</u>	5 bps		18 mos	TBD
11/12/2018	<u>Redacted</u> <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Morrison Allison***</u>	5 bps		18 mos	05/12/2018
11/26/2018	<u>Redacted</u> <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Morrison Allison***</u>	5 bps		18 mos	05/26/2020
01/01/2019	<u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Morrison Allison***</u>	5 bps		18 mos	07/01/2020
10/08/2018	<u>Redacted</u> <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Morrison Allison***</u>	5 BPS		18	4/8/2020
10/22/2018	<u>Redacted</u> <u>***This recruiting deduction will be split</u> <u>50/50 with Kelly Morrison Allison***</u>	5 BPS		18	4/22/2020
12/03/2018	<u>Redacted</u> <u>***This recruiting deduction will be split</u>	5 BPS		18	06/03/2020

Redacted



Gina Spearman
Schedule 6

	50/50 with Kelly Morrison Allison***			
1/7/2019	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 BPS	18	07/7/2020
1/14/2019	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 BPS	18	07/14/2020
12/26/2018	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 BPS	18	06/26/2020
01/31/2019	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 bps	18	06/30/2020
01/31/2019	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 bps	18	06/30/2020
01/31/2019	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 bps	18	06/30/2020
01/22/2019	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 bps	18 mos	07/22/2020
01/31/2019	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 bps	18 mos	07/31/2020
01/22/2019	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 bps	18 mos	07/22/2020
01/22/2019	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 bps	18 mos	07/22/2020

Redacted



Gina Spearman
Schedule 6

	50/50 with Kelly Morrison Allison***				
01/14/2019	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 bps		18	07/14/2020
01/21/2019	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 bps		18	07/21/2020
01/28/2019	Redacted Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 bps		18	07/28/2020
02/01/2019	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 bps		18 mos	08/01/2020
03/01/2019	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 bps		18 mos	09/01/2020
02/15/2019	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 bps		18 mos	08/01/2020
2/11/2019	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 bps		18 mos	08/11/2020
2/25/2019	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 bps		18 mos	8/25/2019
2/28/2019	Redacted ***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***	5 bps		18 mos	8/28/2019

Redacted



Gina Spearman
Schedule 6

2/28/2019	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***</u>	5 bps		18 mos	8/28/2019
3/1/2019	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***</u>	5 bps		18 mos	9/1/2019
2/25/2019	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***</u>	5 bps		18 mos	8/25/2020
2/25/2019	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***</u>	5 bps		18 mos	8/25/2020
3/11/2019	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***</u>	5 bps		18 mos	9/11/2020
3/4/2019	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***</u>	5 bps		18 mos	9/4/2020
3/11/2019	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***</u>	5 bps		18 mos	9/11/2020
3/25/2019	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***</u>	5 bps		18 mos	9/25/2020
4/1/2019	Redacted <u>***This recruiting deduction will be split 50/50 with Kelly Morrison Allison***</u>	5 bps		18 mos	10/1/2020

Redacted



Gina Spearman
Schedule 6

4/1/2019	Redacted Redacted ***This <u>recruiting deduction</u> <u>will be split 50/50 with</u> <u>Kelly Morrison</u> <u>Allison***</u>	5 bps		18 mos	10/1/2020
3/25/2019	Redacted Redacted ***This <u>recruiting deduction</u> <u>will be split 50/50 with</u> <u>Kelly Morrison</u> <u>Allison***</u>	5 bps		18 mos	9/25/2020
4/8/2019	Redacted ***This <u>recruiting deduction</u> <u>will be split 50/50 with</u> <u>Kelly Morrison</u> <u>Allison***</u>	5 bps		18 mos	10/8/2020
4/8/2019	Redacted ***This <u>recruiting deduction</u> <u>will be split 50/50 with</u> <u>Kelly Morrison</u> <u>Allison***</u>	5 bps		18 mos	10/8/2020
4/8/2019	Redacted ***This <u>recruiting deduction</u> <u>will be split 50/50 with</u> <u>Kelly Morrison</u> <u>Allison***</u>	5 bps		18 mos	10/8/2020

Redacted

IN WITNESS WHEREOF, the undersigned have executed this Recruiting Deduction Form Schedule as of the date shown below:

Gina Spearman

2002-03-18 10:00:00 00000000000000000000000000000000

Employee - Signature

Apr 8, 2019

Date

Gina Spearman

Employee – Print Name

Jan Preslo, EVP Retail Division

Date

Christy Bunce, COO

Date

Gina Spearman (Gws)

E-signed 2019-04-08 08:43AM EDT

gina.spearman@nafinc.com

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Schedule 6 – Recruiting Allocation Form
Revised 1/1/2017